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Message Text

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ACTION NEA-09

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E.OM 11652: N/A
TAGS: BMEP, AF
SUBJ: MAJOR EXPORT PROJECTS: FOLLOW-UP ON GOA INDUSTRIAL PROJECTS

REF: KABUL 6069, 12/15/74; AND OTHERS

1. GOA IS MOVING RAPIDLY FORWARD ON ITS MAJOR INDUSTRIAL PROJECTS, SOLICITING AND OBTAINING OFFERS, INFORMATION AND BIDS FROM BOTH PRIVATE FIRMS AND INTERNATIONAL ORGANIZATIONS. IT IS A FAST-MOVING SITUATION, WITH LITTLE CLEAR INFORMATION, BUT THE FOLLOWING GLEANINGS MAY BE OF INTEREST.

2. OUR IMPRESSION THAT THE TEN PROJECTS LISTED REFTEL ARE NOT ALL THE PROJECTS PLANNED WAS CONFIRMED BY NEWS THAT THE UNDP HAS AGREED TO DO FEASIBILITY STUDIES FOR A PESTICIDES PLANT AND A PLATE GLASS FACTORY, NEITHER OF WHICH WERE ON LIST PRESENTED TO US. UNDP HAS ALSO BEEN APPROACHED ON "SEVERAL OTHER" INDUSTRIAL PROJECTS, BUT APPARENTLY IS NOT CURRENTLY PREPARED TO ACCEPT OTHERS.

3. FRENCH, GERMAN, BRITISH AND U.S. FIRMS ARE BEING ACTIVELY CONSIDERED FOR SPECIFIC PROJECTS. SO FAR, NO CONTRACTS ARE KNOWN TO HAVE BEEN SIGNED, BUT THE CHANCES OF AN OVERALL INDUSTRIAL FEASIBILITY CONSULTANCY ARE APPARENTLY NIL. NEGOTIATIONS ARE PAST THAT STAGE ON A NUMBER OF PROJECTS. ACCORDING TO THE BRITISH EMBASSY, A U.K. FIRM HAS BEEN
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INFORMED IT WILL BE GRANTED THE CONTRACT FOR SUGAR PLANTS

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IN BAGHLAN AND HERAT, BUT IT IS NOT RPT NOT SURE WHETHER
THIS CONTRACT IS FOR A FEASIBILITY STUDY ONLY, OR ALSO FOR
CONSTRUCTION. ENGINEER TOUFIQI, THE RESPONSIBLE AFGHAN
OFFICIAL, IS ACTIVELY CONSIDERING BIDS FROM A NUMBER OF
U.S. FIRMS ON VARIOUS PROJECTS. AMONG OTHERS, HE HAS
TOLD US THAT EBASCOE HAS SUBMITTED THE BEST PROSPECTUS SO
FAR ON THE GAS LIQUEFACTION PLANT. HE IS WRITING DIRECTLY
TO EBASCOE FOR FURTHER INFORMATION.

4. THE GOA IS STILL INTERESTED IN RECEIVING NEW OFFERS ON
THE REMAINING PROJECTS, BUT HOPES TO HAVE OBTAINED FINAL BIDS
FOR EVALUATION ON ALL PROJECTS BY THE END OF APRIL. ENGINEER
TOUFIQI IS ESPECIALLY INTERESTED IN MEETING WITH COMPANY
REPRESENTATIVES IN KABUL. AS HE EXPLAINS IT, THE SPECIFICA-
TIONS HE HAS GIVEN (REFTELS) ARE ESTIMATES ONLY, AND IT IS
ONLY THROUGH DISCUSSION WITH KNOWLEDGEABLE ENGINEERS AND
CONTRACTORS THAT FIRM SPECIFICATIONS CAN BE DRAWN UP FOR
ACCURATE BIDDING PURPOSES. FOR EXAMPLE, A REPRESENTATIVE
OF
CPC INTERNATIONAL, INQUIRING ABOUT THE PROPOSED CORNSTARCH
FACTORY, HAS STATED THAT HIS FIRM CONSIDERS ANYTHING
SMALLER THAN A 5,000 TON PER YEAR PLANT NOT RPT NOT
ECONOMICALLY FEASIBLE. ENGINEER TOUFIQI, WHO HAS BEEN
STATING THAT THE GOA WANTED A 2,000-4,000 TON PLANT,
NOW STATES THAT IF CPC ESTIMATE IS CORRECT, THE GOA
WILL PROBABLY WANT TO CONTRACT FOR A 5,000 TON OR
LARGER PLANT.

5. THE EMBASSY APPRECIATES THE WORK OF THE MEP DIVISION
IN DISSEMINATING INFORMATION ABOUT THESE OPPORTUNITIES.
COMPANY REPRESENTATIVES ARE ARRIVING IN KABUL IN GOOD
NUMBER, WITH RECENT AND COMPLETE INFORMATION ABOUT THE
PROJECTS. IN FURTHER INQUIRIES, MEP MAY WISH TO REMIND
THE COMPANIES THAT THE AFGHAN WEEKEND, FOR THE GOA AND
EMBASSY, IS THURSDAY AND FRIDAY. A NUMBER OF VISITORS
HAVE ARRIVED ON WEDNESDAY EVENING EXPECTING TO COMPLETE
THEIR BUSINESS IN A TWO-DAY VISIT.
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